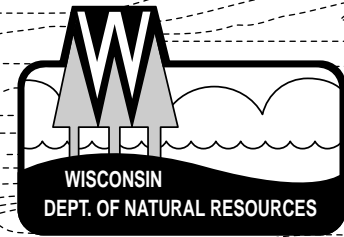


WISCONSIN WOOD

MARKETING BULLETIN



Published by Wisconsin Department of Natural Resources, Madison, WI 53711

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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every two months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

Published by Wisconsin Department of Natural Resources, Madison, WI 53711

COMPONENTS, PANELS, ENGINEERED WOOD: APA, CPA, WCMA

Rising imports and dropping exports due to the dollar's strength are redefining the market internationally for parts and panel supplier sectors.

APA-The Engineered Wood Association expects continued low interest rates, improvements in the manufacturing index, and higher consumer confidence to drive an overall economic upturn. Housing is the key driver, with half of structural wood panels going into residential construction. "Demand for the whole range of engineered wood products should continue to grow," says communications director

Jack Merry. "Overall, however, demand growth will be modest in 2003."

Glulam, wood I-joists and LVL benefit from growing use by designers and architects and from restricted timber availability and environmental concerns.

Dimension and components were up 6.6 percent for the year through September, reports the Wood Components Manufacturers Association (WCMA). Expectations are for an 8 percent increase in sales this year, according to preliminary results from the association's market study.

The 2002 numbers beat the forecast for the year. "But the bottom line is that profitability is still a problem. Sales are firm or good, but the profits just aren't there," executive director Steve Lawser says.

Building products are the leading customer sector for dimension and components, followed by cabinets. Furniture has dropped to third, Lawser says.

The Composite Panel Association (CPA) expects final 2002 numbers "to fall slightly short of earlier projections," CPA president Tom Julia says.

"Particleboard demand in 2003 is forecasted to be flat to moderately improved over 2002, even with decreases in industry capacities from mill closures," Julia says. Increases could be 2 to 2 1/2 percent over 2002, with increased consumer furniture demand and more office remodeling in the second half.

MDF is likely to have a slow first quarter, and then increase in response to growth in laminate flooring, MDF mouldings, and cabinets, along with modest increases in mid-high-end office furniture, says Julia.

Source: *Wood Digest*, January 2003.

AWFS INCREASES DONATIONS TO WOODLINKS USA

The Association of Woodworking & Furnishings Suppliers (AWFS) announced an additional donation of \$15,000 to

WoodLINKS USA, bringing its total donation to the nonprofit organization to \$40,000 for 2002.

The increase was given as a result of an urgent appeal for operating funds. "WoodLINKS USA is a victim of its own success," said Larry Hilchie, of the Weinig Group, president of WoodLINKS USA and a board member of AWFS. "WoodLINKS USA is growing very rapidly, adding schools all over the country. We need more funds to maintain the national coordination and support essential for these many new programs to thrive. AWFS, WMIA and other organizations had already given this year. But, we needed more to meet the needs of WoodLINKS Industry/Education Partnerships. We were overwhelmed by the AWFS Board's quick response."

AWFS had earlier in the year given \$25,000 to WoodLINKS USA, which included funds to support the mass distribution of CD instruction and curriculum packets, printing costs for materials, and the sponsorship of 18 teachers to participate in the WoodLINKS teachers forum held this past August in conjunction with IWF. This additional \$15,000 contribution is to help offset national operating costs.

AWFS president Tom Orlando challenged other industry organizations to join in giving more to WoodLINKS USA. "Education is one of our top priorities at AWFS, and I know our sister associations share this commitment. Hopefully, they will meet or beat us in maintaining and strengthening the national coordination of WoodLINKS USA."

For further information, contact AWFS at (800) 946-AWFS or www.info@awfs.org.

Source: *Wood Digest*, January 2003.

FOLLOWING 100-PALLET FORMULA KEY TO SUCCESS IN RECYCLING

By Clarence Leising, Contributing Author

This is the basic scenario for starting a small pallet recycling shop. It calls for hiring two people to work with you, the owner.

The following equipment is required to start a small pallet recycling business: pallet dismantling machine; trim saw; air compressor, power nailing tools and nails; work tables or benches to assemble pallets; forklift; some way to load and unload trucks (loading dock, hand jack, etc).

Starting a small pallet recycling business is based on a few assumptions. First, you need access to at least 3,000 pallets per week. Another assumption is that of these 3,000 pallets, about 2,000 will be repairable GMA pallets. Of the other 1,000 cores, 600 will be dismantled and the deck boards cut down to 40 inches; 400 will be less than 40 inches, making them useless for now.

One employee spends all his time repairing pallets. The other worker has two areas of responsibility; he produces pallet components by operating a dismantling machine and trim saw, and his secondary task is to build pallets. The owner drives the truck two or three days a week, making deliveries, and makes the sales calls, handles the office work, and helps out where needed.

There is a rule of supply and demand in pallet recycling: your supply of deck boards must meet the demand of your builders. This is the key to successful pallet recycling.

To understand how to ensure that your supply of deck boards meets the demand, you need to understand a few basic numbers.

Your demand is determined as follows: One person at a work bench will repair an average of 200 pallets per day; Each pallet that is repaired will require an average of two and a half boards; Therefore, each person repairing pallets will need 500 boards each day.

Your supply is determined as follows: One man operating a dismantling machine and trim saw will disassemble and cut-to-size an average of 1,750 boards per day.

The key is this principle of supply and demand. One worker is going to spend all his time repairing pallets. It is critical to keep the second worker doing the right things at the right time. The first priority of this second worker must be to produce enough boards for the employee who repairs pallets full-time. The worker running the dismantle and trim saw can produce enough deck boards in three days to supply the full-time pallet repair worker for a week – and also supply himself with

enough boards to repair pallets the other two days per week.

In this scenario the recycling business will produce about 1,400 pallets per week – or about 100 pallets per day per overall employee, including the owner. It is not 100 pallets per repair worker; it is 100 pallets per employee. Maintaining this production volume – 100 pallets per day per employee – is very important as you grow. If you invest in additional equipment and automate the repair operations, you need to achieve a higher volume.

When and how do you grow and expand? In the scenario described so far, the recycling company will accumulate about 850 excess pallets per week. About 600 of these will be repairable 48x40 pallets and the remaining 250 will be dismantled to recover decking boards. I recommend that you accumulate 6,000-8,000 repairable pallets before you hire your next worker.

It is important to rotate your stock of incoming pallet cores systematically. This means putting incoming pallets in the yard and taking the oldest stock from the yard to the repair benches. If you do not rotate your stock, the repairable pallets will weather; turning gray and ugly, and you will not be able to get as good a price for them.

When you have accumulated 6,000-8,000 repairable pallets, you hire another worker to repair pallets. When you hire this second person to repair pallets full time, the worker running the dismantle and trim saw will no longer be able to spend those two days per week repairing pallets; he will have to use all his time to make deck boards in order to keep both repair workers supplied.

Now your recycling business is producing about 400 pallets per day, or 2,000 per week. With four employees, including the owner, production volume still works out to about 100 pallets per overall employee. Note that this essential number – 100 pallets per employee – did not change even though you hired another full-time worker.

Keep it simple and follow this formula: have only one employee for every 100 pallets you repair and sell per day. If you stick with this formula, your pallet recycling business will be on the road to success. Never vary from this production formula.

One of the first questions I always ask the owner of a pallet recycling shop is: how many pallets do your repair and sell per person per day? I have yet to get an answer. The owner tends to wait until the

end of the month for the accountant to tell him if he made or lost money that month.

Do you want to wait for your accountant to tell you if you made any money?

(Editor's Note: Clarence Leising worked in management positions for pallet recycling companies in the Northeast for 25 years and currently is a recycling specialist and consultant for Eagle Metal Products. He may be contacted at (800) 521-3245.

Source: *Pallet Enterprise*, January 2003

NORTHEAST ASH THREATENED BY EXOTIC PEST

Emergency funding from Project Green (Generating Research and extension to meet Environmental and Economic Needs), the state's plant agriculture initiative at Michigan State University (MSU), and the Michigan Department of Agriculture (MDA) is helping MSU researchers develop long-term strategies for controlling and managing the emerald ash borer, a new exotic beetle threatening the U.S. ash tree population.

Beetle populations are established in six counties in southeastern Michigan and in Windsor, Ontario. Trees in Michigan's Oakland and Wayne counties have been particularly hard hit – many of the ash trees in residential areas, parks and woodlots are either dying or infested with the emerald ash borer, says Deb McCullough, MSU associate professor of entomology and forestry.

The beetle larvae destroy trees by feeding under the bark on the trunk and large branches. The tunnels excavated by the feeding larvae interfere with the transport of nutrients and water within the tree. Trees appear to die within one to three years of the initial infestation.

The emerald ash borer was first identified in Michigan in June, but evidence suggests that it had been present for at least six to eight years before it was discovered.

The beetle is native to China and other Asian countries and had not previously been found in North America. Very little information on the beetle is available from its native region, and virtually no control or management recommendations exist.

Thousands of ash trees have died in the six-county area, and millions more living ash trees may already be infested with the metallic green insect, which has the potential to wipe out ash trees in much the same way that Dutch elm disease killed American elm trees throughout the United States and Canada. If no control methods are developed and implemented, the

emerald ash borer may infest ash trees in all states east of the Mississippi River.

Ash is one of the most widely planted street trees because of its resistance to other insect pests, and it is a dominant tree species in many forest areas. Ash provides food, cover and habitat for many wildlife species and is an important source of hardwood lumber.

After initial surveys determining the ash borer's geographic range and extent of damage, the MDA will coordinate efforts to help ensure that the pest does not spread outside the six-county area. To help prevent and control its spread, MDA officials have imposed quarantine on all ash trees and timber products in the infested counties. Under this quarantine, ash trees, branches, logs and firewood may not be moved outside the infested area unless certified for movement by the MDA.

"The current and potential impacts of emerald ash borer to urban and forest ash trees are staggering," McCullough says.

Early assessments suggest that there may be more than 25 million ash trees in the six quarantined Michigan counties alone. The Michigan Department of Natural Resources Forest Division estimates that it would cost nearly \$9 billion to replace these trees.

Nursery producers would lose millions of additional dollars in sales and products, and the lumber industry could lose more than 28 million board feet of hardwood lumber and veneer.

Emergency funding will allow researchers McCullough; David Smitley, MSU professor of entomology; and David Roberts, MSU Extension specialist, to determine the geographic extent of the beetle infestation, develop an understanding of the insect's life cycle, and assess the use of pesticides for managing the pest.

"One of our first objectives is to evaluate the effectiveness of controlling larvae with injectable insecticides," McCullough explains. "Many tree care companies and landscapers are selling these treatments to property owners, municipalities and townships, but we do not know how effective these products will be or the optimal timing of injections."

Data collected from trees this year will provide vital information about the biology and ecology of the beetle and its interactions with North American ash trees, and help researchers develop recommendations for tree care next summer.

"Information on beetle development and phenology, the potential variability in host

preference or host susceptibility, the distribution of attacks within trees and the response of trees to attack is needed to develop management strategies for urban and forest settings," McCullough says.

"This project is an important and integral first step to finding a long-term solution for addressing his new exotic pest and minimizing its damage," says Keith Creagh, MDA deputy director. "This is an excellent example of the collaboration between government and universities in effectively addressing challenges as they arise, which is exactly how Project GREEN was envisioned to work." To learn more about Michigan's plant agriculture initiative at Michigan State University, see www.green.msu.edu.

Source: *The Northern Logger & Timber Professor*, January 2003.

STORING LOGS

By Gene Wengert

Every mill has a supply of logs that was cut yesterday, last week or last month. Keeping these logs "fresh" during storage is essential if you want to produce the maximum value lumber, and if you want to be sure and not waste your resource.

When logs are stored, their quality will deteriorate quickly, especially in warm weather. One major risk: insects – they can invade the log and begin to tunnel into the wood. Although in some species (such as chestnut), small worm holes are considered desirable "character marks," insect damage in the log typically will quickly destroy the usefulness of the lumber products produced.

Fungi present another major problem for your logs. Logs stored in warm weather where the moisture or humidity is high (continuously or sporadically), are ideal breeding grounds for several fungi.

Blue stain fungi, for instance, does not bother with healthy, living trees – there's too much water and not enough air present. Once a tree is cut, however, these blue-gray colored fungi will invade the logs from the ends and branch stubs and, in just a few days, really go to town. Within one week, pine and hackberry logs can become riddled with the blue stain fungi; other species typically take a little longer. The food for the blue stain fungi is the sugar in the sap; hence, this fungus will be found in the sapwood only (in fact, it is sometimes called the "sap-stain fungus"). Immediate end coating can greatly restrict fungal growth by limiting air supply.

Decay fungi also is restricted in healthy and living trees because of limited air. But once the tree is cut and begins to dry, this

fungus will invade the sapwood, leaving white areas that appear to be bleached, along with dark lines that look like someone doodled with a black marker pen. This fungus takes several months of warm humid conditions before it does much damage. Typically, it will be found when the log has been left in the woods too long – four weeks or longer.

Other Maladies – In addition to fungus and insects, stored logs face an array of other risks as well: 1) Drying and checks: These develop within a few days once a freshly cut-end is exposed to air. (Although some end cracks develop immediately when the log is cut, these are a result of stresses in the tree and are not related to storage or handling). So-called drying end checks result because the ends of the logs are drying and shrinking, while the remainder of the log is still very wet and is not shrinking. The longer a log is stored and the more the ends dry out, the larger the cracks become. End checks can be easily controlled by applying a good commercial end coating to the log. In one Wisconsin test, red oak logs coated in June were still without drying end checks 12 weeks later. The cost of end coating is about \$3 per 1,000 BF of logs; 2) Internal chemical stain (sometimes called sticker stain, gray stain, enzymatic stain, oxidation stain, brown stain and pinking): When a tree is cut, some of the cells will stay alive and active in the log for six months or more. While active in the log, these cells begin to form new chemicals from the starches and sugars in the tree. These new chemicals are very sensitive to the speed of drying, with slow drying resulting in darker colors than fast drying. So, although such stains show up after drying, it's actually the storage of the log in warm weather that develops the chemicals precursors that are necessary for the stain to form later; 3) Surface checking and honeycomb; these typically result because the wood is being dried too rapidly. The shrinkage forces get so strong that they exceed the strength of the wood, creating a crack, which is called a check. During the storage of logs in warm weather, however, deterioration inside the wood structure occurs, so that the wood from old logs is actually weaker than wood from fresh logs. After three months of warm storage, oak lumber from these logs will have as much as 10 times more checking than will fresh-log lumber.

Suggestions, Obvious and Otherwise – My first (and very obvious) suggestion to help avoid all these problems is to end coat all logs immediately upon receipt. Coat the ends and any other large areas without

bark, including knots and branch stubs. The coating will prevent air from getting into the log, thereby preventing or reducing staining. The coating also will prevent drying and subsequent drying end checks. The \$3 per 1,000 BF log scale that it costs to coat the ends is very inexpensive insurance. It's also wise stewardship of our natural resources.

Another obvious suggestion is to shorten log storage time when the weather is warm. In most cases, two weeks of storage should be the maximum, unless the logs are watered (or sprinkled, see my later note on this).

Logs that must be stored for any length of time should be evaluated based on the expected monetary value of the lumber they will produce. Obviously, the most valuable logs have the greatest risk of economic loss. In addition, consider the likelihood of stain damage – some logs, like white oak, have less risk of damage than do hard maple, pine or hackberry.

Since little or no air will be present for fungal damage if the logs can be kept soaking wet, and since damage is more rapid when the temperature is warmer, it's common to see stored logs, being sprinkled with cold water. Actually, "sprinkling" – which implies just a small amount of water – is a misnomer. The amount of water used is equivalent to about 2 inches per day. Some mills use a fine mist, which provides excellent coverage of the logs on all sides, but is hard to direct when windy. Conversely, large drops are easy to direct, but do not provide full coverage.

There has been some concern about the water runoff from logs sprinkling. Is it a pollutant and covered under federal legislation? Most people think that it is indeed a concern, so they collect and recycle the water. Some insect damage has been seen in watered logs, and some fungal damage may also develop, as will chemical stains. Industry practitioners also often state that lumber from sprinkled logs surface checks and honeycombs more easily. In short, although sprinkling prevents end checking very well, it has a limited benefit when it comes to other risks.

Head of the line, bub – If you have a valuable log that is also at significant risk of loss, you should move it "to the head of the line" for processing. Not doing so, or poorly storing it, can lead to just too many subsequent problems – and a potential loss of revenue. End coat all your logs and, particularly in arm weather, process them all as promptly as possible.

Source: *Sawmill – Woodlot Management*, Oct/Nov 2002.

INSURANCE NIGHTMARES ABOUND

By Edward C. Brindley, Jr., Ph.D., Publisher

Just imagine that one day you open up a letter from your insurance company. It states that your policy is being canceled or your rates are skyrocketing because of (insert pathetic excuse here). You scratch your head wondering, "What am I going to do now?" A couple other companies offer quotes for your business. You literally fall out of your chair when you see the price. A similar scenario may await you as insurance companies scramble to cover losses.

It partially comes down to a simple supply and demand problem. The number of companies willing to underwrite insurance for higher risk industries, such as sawmills and pallet operations, has dropped to just a handful. Less competition results in higher premiums. According to one insurance industry expert, prices for liability and worker's compensation coverage consistently went down during the 1990s as insurance companies turned profits off high return on investments. As the stock market tanked, insurers looked to offset losses by raising premiums. Over the last 18 months, insurance costs have steadily risen.

Insurance companies claim the 9-11 event caused unforeseen financial problems. At the same time, health care costs continue to rise. Many underwriters have stopped offering large policies for national associations. Thus, even more avenues for relief have been eliminated.

There are five major types of insurance that pallet companies may carry – workers' compensation, liability, property, fleet and health. The law requires companies to carry workers' compensation. The others (except for automobile liability coverage in some states) are optional. Most companies carry at least liability and property coverage to protect the enterprise from a catastrophic event. Some companies give health coverage as a paid benefit or offer a plan that employees can choose to buy.

The bad news is that there is no immediate remedy in sight. Prepare yourself for insurance costs to keep going up. Your best defense is a good claims history. Start by evaluating your facility for risks, training staff and providing necessary protections to reduce your risks. I can't tell you how many facilities that I

have visited throughout the years where guards have been removed from saws, employees have no eye or ear protection, and forklift drivers act like kamikaze pilots. Management must set the tone – safety first!

When looking for insurance, obtain quotes from several companies. Check the financial strength of your carrier by looking at the historical average rating over the past five years. The A.M. Best Company publishes the annual Best's Insurance Reports, which rates insurers. Read the fine print when it comes to exclusions, definitions and coverage provisions. Make sure to find out what is not covered. You may be able to reduce premium costs by eliminating unnecessary coverage. Finding a good broker can reduce your headaches. Certain loss control methods, such as sprinklers or improved safety guards, may lower your insurance cost in the long run.

Comparing quotes can be difficult if the insurers hide details in the fine print. Deductibles lose their efficiency as they get higher. Ask for the rate per thousand per hundred and per million of coverage. Insurance experts encourage buyers not to get hung up on the premium. The rate of coverage tends to provide a more accurate measure of what you are really getting for your money.

Find out what the insurers' policies are in case you have to make a claim. Do you have to jump through a million hoops to get reimbursed?

Our company has drawn the line in the sand when it comes to health coverage. Management has told our staff that the company will not pay more than a certain amount each year for coverage. If rates go up over the specified amount, employees will have to shoulder the extra cost. This may help our experience ratio by eliminating the tendency to run to the doctor for a lot of unnecessary procedures and medication. We'll see what happens over the next year.

Whether or not you are talking about health care, liability, workers' compensation or any other type of insurance, having a plan can make a big difference.

Source: *Pallet Enterprise*, December 2002.

SEVENTY PERCENT OF AMERICANS SUPPORT THINNING AND HARVESTING TREES TO REDUCE THE THREAT OF WILDFIRE

A nationwide poll has confirmed that an overwhelming majority of Americans are concerned about the threat of wildfires and support action to protect our national forests. Eighty-three percent of voters polled express concern about the threat of wildfires to our nation's forests and rangelands. And 70 percent agree that thinning and harvesting trees helps to reduce the risk of wildfire and that forests need to be managed to minimize the impacts. Moore Information, Inc., an independent, public opinion research company based in Portland, OR, polled 800 registered voters across the nation in a telephone survey. The poll was conducted for the Forest Products Industry National Labor Management Committee (LMC), a coalition of labor unions and management associations chaired by the United Brotherhood of Carpenters and Joiners of America (UBC). "After a summer of the worst wildfire catastrophes in history, Americans realize that thinning and harvesting are key to stopping future disasters," said Mike Draper, vice president of the UBC's Western Region, "If we don't take action, we won't have forests to manage." Already this year, nearly 3,000 fires have destroyed over six million acres, "We deserve a solution that removes the imminent danger. It's time for our government leaders to loosen the bureaucratic grip and for warring political factions to reach consensus and let the land managers do their jobs to remove hazardous fuels from our nation's forests," Draper stated. Draper also noted that materials removed with no commercial value can be utilized as biomass to generate electricity. In addition, materials with commercial value can be sold to help pay for the cost of removing the rest. "If jobs come out of it, so much the better. If wood supplies come out of it for Americans to use, so much the better. A better forest policy is not only better for our forests, it's better for our economy, producing more jobs and opportunities," Draper concluded.

Methodology: More Information conducted 800 telephone interviews among likely voters nationwide. All interviews took place Sept. 18-19, 2002. The overall margin of error is +/-three percent at the 90 percent confidence level.

About the Labor Management Committee: The Forest Products Industry National Labor Management Committee is a nonprofit trust headquartered in Washington, D.C., formed to pursue the common public policy interests of organized labor and management in the forest products industry and operating

within the confines of the Taft-Hartley Act. Established in 1989, the LMC represents more than two million workers, including employees in the wood and paper industries and the U.S. Forest Service.

Source: *Timber Bulletin*, September/October 2002.

MARKET SPOTLIGHT

Powered by *Forestweb*

World Pulp – Weak demand coupled with strong production combined to cause world chemical market pulp producers' inventories to jump by 215,000 tonnes in August, to 2.916 million tonnes, the Pulp and Paper Products Council reported.

That follows the July increase of 213,000 tonnes, which had marked the first increase in stocks since January.

Producers operated at a rate of 95% of capacity, while the shipment-to-capacity rate was just 88%. They increased their days of supply by two days, to 31 days.

Producers manufactured 3.034 million tonnes in August, up 11.4% from the year-ago figure, when the rate was just 88%. However, August shipments of 2.819 million tonnes were 1.8% above last year's above last year's. By Diane Keaton

U.S. Corrugated Container – The Fibre Box Assn. Reported average week corrugated products shipments in August were 4.5% higher than August 2001, with actual shipments of 32.728 billion Ft2 flat with a year ago. Corrugated containerboard consumption of 2.492 million tons was down 1.4% from last year.

Domestic U.S. corrugated box shipments were mixed in different regions, with actual shipments in the Southeast up 2.8%, the West up 1.1%, and the South Central down 2.0%. By James McLaren

North American Newsprint – U.S. consumption in August was down 2.4% from a year ago and consumer inventories rose as usual from month-to-month, the Pulp and Paper Products Council reported.

Total North American inventories at all mills and users increased from July to August by 43,000 tonnes, in line with an historical average increase of 39,000 tonnes, inventories remained below 1.6 million tonnes, or almost 200,000 tonnes below the ten-year average.

North American newsprint output in August of 1.140 million tonnes was up 0.5% from a year ago, shipments rose 4.2%, and U.S. demand was up 3.8%. By James McLaren

North American Printing/Writing – North American printing/writing paper demand

and total shipments in August were each up 1.6% from a year ago, according to statistics released by the Pulp and Paper Products Council.

PPPC reported total printing/writing inventories declined 77,000 tonnes or 3.1% from July to August and at 2.404 million tonnes, were down 1.3% from year-earlier levels.

Total U.S.-Canada printing/writing paper production was up 3.1% in August from a year earlier as the sector operated at 90% of capacity. Total output was 2.346 million tonnes in August as uncoated free-sheet paper production was up 1.7%, and uncoated mechanical jumped up 11.85, PPPC reported. By James McLaren

Source: *Paper Age*, October 2002

LETTER FROM ED

By Dr. Edward C. Brindley, Jr., PhD., Publisher

A number of veteran recyclers across the country have joined forces to go head-to-head with CHEP. No, they are not starting a national recovery pool. These leaders and innovators are daring to confront the mighty giant by organizing independent recyclers in a grassroots coalition aimed at using the courts and information exchange to level the playing field.

In early October, these recyclers banded together to create the CORE Recycling Council Inc. (CORE). While stopping short of naming the target, CORE launched with the following mission to "engage in activities and information exchange that preserves the integrity of the white wood pallet market while helping recyclers remain profitable and competitive."

CORE is a non profit, private organization. Founding members elected a board of directors and tapped Don Black of Pallet Services Inc, in Anacortes, Wash. to serve as president. Judy Peck, a professional with years of organization management expertise including a background in the pallet industry, has agreed to join CORE as its vice president of operations.

Not wanting to compete with existing trade associations, Don clarified the difference between CORE and trade associations. "CORE is a private, grassroots organization of pallet companies mobilized behind a common cause," he said. CORE has squarely targeted an issue of extreme concern to most recyclers and many manufacturers.

Several recyclers have asked me if I thought they could????? a member of CORE and one of the major pallet industry

trade associations at the same time. For now, the answer quite simply is yes. CORE plans to tackle issues that other groups can't because of the often complex and conflicting concerns of their members.

Thus, it appears there should be no real competition or hard feelings between trade association members and CORE except for those aligned with certain third party leasing/management companies.

It's obvious that recyclers will run CORE to protect the best interest of recyclers. There has always been some underlying tension between new pallet manufacturers and recyclers. For awhile, pallet recyclers were the new boys on the block while manufacturers represented the old guard. This has always been some underlying tension between new pallet manufacturers and recyclers. For awhile, pallet recyclers were the new boys on the block while manufacturers represented the old guard. This has even impacted some trade associations. Even though many pallet companies now do both manufacturing and recycling, there still exists a different in priorities for some industry decision-makers.

Admittance is not automatic; as a private organization, CORE can refuse to allow companies to join. Recognizing the need to protect the identity of some of its supporters, CORE plans to keep information of its members confidential. According to Don, CORE is calling all qualified recyclers – regardless of their size- to join by becoming members, and its will consider applications by pallet manufacturers and other companies on a case-by-case basis. To entice as many recyclers as possible to join, CORE intends to keep the fees low and run on a lean budget.

"We want to unify recyclers to protect our industry from bullies that are using scare tactics to force recyclers to work by free," said Don. "We plan on proactively working to secure the future of the industry." For years, efforts to organize recyclers on this issue have failed. But this time it may just work because many of them face a common concern – the never-ending stream of blue pallets flooding the market. Don claimed that CORE's founders are committed to making the organization work and to do what it takes to achieve its goals. As a grassroots organization work and to do what it takes to achieve its goals. As a grassroots organization, CORE wants companies to do more than just sign-up. CORE plans to educate and equip independent recyclers to deal with the issue of proprietary pallets on their own.

Companies that join CORE receive the following benefits: legal briefings, assistance in setting up a proprietary pallet strategy, admittance to conference calls on industry topics, access to a secure Web site with chat room and more.

For more information, contact CORE at 800-445-3864 or 800-299-2974. With many recyclers privately grumbling about the proprietary pallet "problem?" For years, the development of CORE marks a first for the pallet industry.

Source: *Pallet Enterprise*, November 2002.

SEPTEMBER HOUSING STARTS BEST SINCE 1978

The number of housing starts increased by 13.3% in September to a seasonally adjusted annual rate of 1.84 million units, the highest it has been in 24 years.

The National Association of Home Builders said that while the rate of housing starts is probably unsustainable in the short term, it expects nearly 1.7 million housing starts for 2002, up 5% from last year.

Housing starts grew around the nation, but particularly in the West, which gained 24.2%. The number of housing starts in the other regions each increased by about 10%.

Housing permits, considered a good indicator of future building activity, increased by 3.5% in September to seasonally adjusted annual rate of 1.72 million units.

Source: *Wood & Wood Products*, November 2002.

TAX SAVINGS RIGHT AROUND THE CORNER!

You don't have to look too far to get a significant tax savings for your business! NAEIR, the National Association for the Exchange of Industrial Resources, can help by taking your company's donations of excess, or slow-moving inventory. Whether your company is a manufacturer, wholesaler, or retailer, we can help you free up warehouse space, avoid liquidators as well as help your business save some money. And the service is free! How is this possible, you may ask? It is all made possible by our friends at the IRS. Under Internal Revenue Code Section 170(e)(3), C corporations can get up to twice their cost as a deduction and an S corporation can get their straight cost. To get information on this great program, contact the National Association for the Exchange of Industrial Resources at 1-800-562-0955 or e-mail donor@naeir.org.

PUBLICATIONS

HPVA PUBLISHES the 2003 "Where to Buy Hardwood Plywood, Veneer, and Engineered Hardwood Flooring Buyers' Guide and Membership Directory."

The Hardwood Plywood & Veneer Association, Reston, VA, has published the 2003 edition of its "Where to Buy Hardwood Plywood, Veneer, and Engineered Hardwood Flooring Buyers' Guide and Membership Directory. One of the industry's most professional marketing publications, this 204-page directory is the best single source of information available in the industry.

The 37th edition of the "Where to Buy" is organized according to product categories. It includes manufacturers and finishers of hardwood plywood and wholesale distributors – and provides sizes, glue types, species and specialty items manufactured. The sections on sliced, rotary, and spliced veneer manufacturers and sales agents include species, thickness and length of veneer available, type of veneer (spliced, rotary, half round, plain sliced, rift/quarter sliced, or length sliced). The engineered hardwood flooring section includes information about manufacturers and their suppliers. For each company, the sales contact is listed with the complete address telephone and fax numbers. This complete guide also includes a description of HPVA's member and laboratory testing services.

Complimentary copies of the industry's most extensive, award-winning product guide are available for \$5.00 (U.S.) and \$14.00 (international orders) for postage and handling. Mail requests and checks to HPVA, PO Box 2789, Reston, VA 20195-0789. Sorry, no telephone orders please. You may also order a single directory on HPVA's Web Site at www.hpva.org.

UPCOMING EVENTS

2003 LOGGER CONFERENCES – The following conferences have been organized to meet SFI continuing education requirements for 2003:

MARCH 27-28, 2003 – Sparta Loggers Conference. For a brochure, please contact FISTA (800) 551-2656, or www.newnorth.net/fista;

APRIL 2-4, 2003 – Cable Loggers Conference. For a brochure, please contact Timber Producers Association of MI & WI (7'5) 282-5828.

APRIL 10-11, 2003 – Iron Mountain Loggers Conference. For a brochure,

please contact Michigan State University Extension (906) 774-0363.

APRIL 24, 2003 – Wausau Loggers Conference. For a brochure, please contact FISTA (800) 551-2656 or www.newnorth.net/fista.

APRIL 3-4, 2003 – Great Lakes Kiln Drying Association Spring Meeting at the Holiday Inn, Manitowoc, WI. Program includes technical presentations and tours of Krueger Lumber Company, Lakeshore Forest Products, and Wisconsin Maritime Museum. For more information, please contact Harlan Petersen, ((612) 624-3407 or harlan@umn.edu.

APRIL 14-16, 2003 – Hardwood Log, Lumber and Tree Grading Workshop, Jasper, IN.

April 17, 2003 – Marketing Hardwood Veneer Logs, Chandler, Evansville, IN. For complete information contact Daniel Cassens at (765) 494-3644, Fax (765) 494-3643 or email: dcassens@fnr.purdue.edu.

APRIL 24-25, 2003 – HPVA holds spring convention with the NBMDA, Reston, VA. The Hardwood Plywood & Veneer Assoc., Reston, VA is pleased to announce that their 2003 Spring Convention at the Grandover Resort in Greensboro, NC will be in conjunction with the North American Building Material Distribution Association (NBMDA), based in Chicago, IL. For more information about NBMDA, visit www.nbmda.org. Several product training sessions (including a hardwood plywood-grading workshop) are planned as well as social and spouse activities and an optional golf tournament on Saturday, April 26. For more information visit HPVA at their web site www.hpva.org.

APRIL 14 – JUNE 26 – CHAIN SAW SAFETY WORKSHOPS in this brochure are open to loggers only.

APRIL 14 – Oneida Co. Rhineland, TPA Building, Hwy 8 West; MAY 6- Bayfield Co, Washburn, Community Center Parking Lot, US Hwy 2; MAY 7 – Bayfield Co, Cable, Community Center, Co. M- West of 63; MAY 15 – Adams Co., Adams, Super 8, south side of Adams; MAY 19 – Waushara Co, Hancock, Samsel's Sawmill, W10420 Beechnut Dr; May 21 – Douglas Co., Solon Springs, St. Croix Inn, Main St.; MAY 22 – Washburn Co., Spooner, Armory, Hwy 70, West of 53; JUNE 5 – Juneau Co, Mauston, Wayside-South Bound side, Hwy 90 & 94, south of city; JUNE 9 – Sawyer Co., Loretta, Stora

Enso Office, Easterhouse Rd, South off Hwy 70; JUNE 10 – Sawyer Co., Hayward, Country Inn & Suites, Hwy 27; JUNE 12 – Oneida Co, Monico, Stora Enso Office, 1825 Hwy 8, west of Monico; JUNE 16 – Portage Co, Stevens Point, Grezinski Sawmill, 3158 N Cty Hwy X, off Hwy 51 N; JUNE 17 – Wood Co., Pittsville, Truck Stop, Hwy 13 & 80; JUNE 18 – Vilas Co, Eagle River, McDonalds Parking Lot, Hwy 70 W; JUNE 25 – Barron Co, Cameron, Hanson's Hardwoods, Hwy 8 to 1171 19th St. Please contact FISTA at 1-800-551-2656.

MAY 5 – JUNE 16 - CHAIN SAW SAFETY WORKSHOPS – for seasonal & permanent government employees who operate a chain saw.

These workshops are for any seasonal or permanent employee of the DNR, Forest Service, or County Forests that operate a chain saw. The workshops will cover the following information: Personal protective equipment, body mechanics, OSHA regulations, tools to aid safe tree felling, saws, safe tree felling demonstration and limbing/bucking/topping. There will also be a hands-on portion in which each participant will be required to fell a tree. Space is limited – register early! \$50/person 8:00-4:00. Meet in the parking lot of the meeting facility.

MAY 5 – Stevens Point DNR Station, 301 Cedar Street; MAY 12 – Eau Claire DNR Station, 1300 W Clairemont Ave, MAY 19 – Woodruff DNR Station, 8770 Hwy J, MAY 30 – Antigo DNR Station, 223 E Steinfest Road; JUNE 2 – Hayward DNR Station, 10220N State Road 27, JUNE 9 – Wausaukee DNR Station, 1025 Hwy C; JUNE 16 – Mellen DNR Station, 124 Wilderness Drive. Please contact FISTA at 1-800-551-2656.

FOR SALE

Timber and Forest Products

5/4 SB APP. RED OAK KD strips. 5 1/2'-6", 8'-16', 525 1 3/16". Contact Weidner Hardwood Lumber, Inc., E2111 Hillside Road, Luxemburg, WI 54217-8265, phone (920) 845-5463.

PRODUCTION WOOD TURNINGS/ furniture industry, bed posts, table pedestals, table legs, etc., railing industry, balusters and newel posts for interior stair railings, red oak, maple, poplar, knotty pine. Contact John Petricola, Woodmark of Canada Ltd., 61 Alex Ave, Woodbridge, Ontario, Canada, Email:

Johnpwoodmark@hotmail.com, phone (905) 264-5599.

OAK PENCIL POINT STAKES: 1x2x6" \$7.06 per bag of 50; 2x2x9" \$4.58 per bdl of 25; 1x2x9" \$7.06 per bdl of 50; 2x2x12" \$56.97 per bdl of 25; 1x2x12" \$7.62 per bdl of 50; 2x2x15" \$7.21 per bdl of 25; 1x2x15" \$9.06 per bdl of 50; 2x2x18" \$8.75 per bdl of 25; 1x2x18" \$10.76 per bdl of 50; 2x2x24" \$10.45 per bdl of 25; 1x2x24" \$13.49 per bdl of 50; 2x2x36" \$14.42 per bdl of 25.

Painted: 1x2x30" White/red \$20.55 per bdl of 25; 1x3x30" White/red \$15.97 per bdl of 15.

Oak Lath: 1/2"x1-3/16"x48" \$15.35 per bdl of 50; 1/2"x1 1/2"x48" \$12.36 per bdl of 50; 1/2"x1-3/16"x36" \$12.25 per bdl of 50; 1/2"x1 1/2"x36" \$10.45 per bdl of 50.

Orders under \$375 please add \$50.00 for freight. Discounts are available on volumes of 6 pallets or more. Product sizes are nominal. Please call Shannon, Paul or George for quotes on specialty sizes or any other needed information. Toll Free (800) 225-6230, Fax (608) 666-3601, Email: stansind@yahoo.com, Office hours 7:00 a.m., 4:30 p.m., Monday – Friday, prices effective 2-01-03.

CEDAR LUMBER AND CANTS for sale. 4"x4"x8, 6"x6"x8 plw all other dimensions you need. Excellent cedar & excellent price. Contact Billy Imhof, 5859 Cingmars Road, Littlefork, MN 56653, phone (218) 278-4417.

DOWELS, RODS, POLES, 3/4" to 2 1/2" dia., lengths up to 16 ft. long with no splicing. Can splice poles longer. Ideal for tool handle replacements. We also make factory cart truck stakes, and replacement parts. Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, many types of wood plugs, cutting sticks plus many types of custom made wood products, made to customer's specs. For a quote contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54164-1250 or call (920) 833-6557 or Email to DRHANDLES@NEW.RR.COM.

PLYWOOD, OSB, particleboard, and/or MDF cut-to-size or shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for boxes or pallet decks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Co., PO Box 36189, Birmingham, AL 35236, phone (800) 733-

1907, Fax (205) 733-1709, Email:
Joecampbel@aol.com.

Many species of kilned dried lumber for sale. Contact J&M Star Lumber, N824-Hwy 25, Menomonie, WI 54751, phone (715) 283-4304.

Equipment

FARMI-SKIDDING winches for 3-point hitch tractors. Various size model Farmi winches for 17-40 hp, and 60-80 hp. Also, forwarding log loading trailers, wood chippers, and carbide saw chain. Contact Dave, Carlton Saw & Machine, 1592 Olsonville Rd, Carlton, MN 55718, phone (218) 384-3521, Fax 9218) 384-3187.

HYDRAULIC WOOD SPLITTER just over a year old. It has the capability of being used vertical or horizontal. I would like to sell it for roughly \$695. Contact Daren Lukes, kukeskiers@charter.net, or darenlukes@cogentrix.com, phone (608) 921-7731, (262) 472-7040 ext 232.

TIMBERJACK 230D CABLE skidders- 353 Detroit, Eaton axles, 18.4x26 ties, w/chains enclosed cab spare tire. Straight, tight, clean, excellent condition, \$11,500. Contact Kevin Wickstrom, 327 245th Ave, Cumberland, WI 54829, phone (715) 822-3875.

OLD 4-SIDED WOODS 4"x12" planer with blower and duct pipes, fir-good condition, \$4,000 firm. Needs 60-80 hp diesel for power. Also, 420 J.D. collector wheel tractor, \$4,500. Contact Lumber Jack, 9810 S. Thompson Rd., Foxboro, WI 54836, phone (715) 399-2783.

3-POINT TRACTOR skidding winch. Contact Gordon Lekies, W8743 Co, Rd M, Medford, WI 54451, phone (715) 785-7362.

TIMBERJACK 230D Cable Skidder- 353 Detroit, Eaton axles, 18.4x26 tires, w/chains, enclosed cab spare tire. Straight, tight, clean, excellent condition, \$11,500. Contact Kevin Wickstrom, 327 245th Ave, Cumberland, WI 54829, phone (715) 822-3875.

BERLIN 4-SIDE 6x16 planer with blower, diesel power plant and 45-ft shaving trailer. Includes five sets of side heads. Paneling, ship lap and center match. Set up and running - \$10,000. Complete will sell without trailer. Contact Rich Schneider, N15880 Tower Rd, Park Falls, WI 54552, phone (715) 762-4645.

CAT FORK LIFT- Model #225C; Serial #3DP00064, 9,655 hours - \$15,000; Allis Chalmers Fork Lift- Model #ACC50LPS, Serial #ALD101678, 5,921 hours, 3100 lbs - \$650; Tool Shed/Mobile home office, Model #MF1264-3. This can serve as a tool shed or Off-site mobile office trailer, electricity, air conditioning, 2 carpeted offices, tile in open area, 5 exterior doors security enhanced, windows secure, 64'x12' - \$4,000. Prescott Shot-Gun Carriage - steam-driven, 60' long, 12" bore, consists of bore, piston, extra parts - \$1,000. Filer & Stole log turner, 8" (5' long) and 10" (6' long) cylinders, extra parts; steam driven - \$500. 1964 Johnson 250hp fire tube boiler - fuel box, related controls, parts, 4' stack, 2" water feed tube - \$10,000.

Emission control system, 25 hp blower motor and controls; 1 1/2" diameter feed water line; Approximately 28" smoke stack; Triple pop-off valves; Miscellaneous piping; 6" diameter steam header on boiler; burns oil or gas; 500 hp boiler, built in 1973, decommissioned 2000- manufactured by Superior Combustion Industries, Asking \$15,000 complete. Contact VKW Hardwoods, 395 54th St., SW, Grand Rapids, MI 49548, phone (616) 532-3678, Fax (616) 532-8690.

BARK PROCESSING PLANT - Conveyor & hopper infeed; First big roller screen; Patz chain conveyor under screen; Patz inclined chain conveyor, second roller screen with conveyor transfer, 40' Patz inclined chain conveyor, nugget conveyor. All required electric motors, starters, switches, wiring, etc. Also, CORNELL-blowers, edgers, trimmers, notchers, slabsaws, log cleaners, unscrambler, decks; Valby- wood chippers; Farmi-skidding winches (in stock); Hitachi-power tools & chains; Patz- conveyors & belts; Lacey Harmer- laser lights; Danco-rip saws; Webster- vibrating conveyors; Jonsered- chainsaws; Dixon- sawmills, edgers, conveyors, log turners, hydra-dogs, pallet notchers, debarkers, slab edgers, trimsaws, decks, rollcases, small hydraulic loaders & trailers, trailers with loaders for 4 wheelers; Safe-T-Shelters- storm shelters; over 100 used electric motors & electrical equipment; used sawmill machinery. Contact Rusch Equipment Sales, 400 Rusch Rd, Antigo, WI 54409, phone (715) 627-4361, Fax (715) 627-4375.

INDUSTRIAL FINGER JOINT system including tilt-bed loader conveyor bed and

24' press in operation in Osseo, WI, 8 portable 4'x8' cants; 48" Osama Roller glue spreader. Call Brad Wiedenhoef, Source Cut Industries, (715) 597-6525.

PENDU DIESEL POWERED M5000 Gangsaw w/log cabin tooling; Arasmith whole pallet grinder; Woodpower Grinder Mod T-60; Morbark Waste recycler; Williams C-32 NO-Nife hog; Hempstad low-speed whole pallet grinder; Lauerdale Hamilton super chop pop-up trimmer; Newman & Hazelthorn chamfering machines; Cornell double arbor resaw with cut-up system; Cornell 500-B with/cant-sizer; Cornell remote trim saw; Cornell 42" blower w/30 hp drive Cornell linebar resaw; Cornell cant sizer; Brewer gang saws; Pendu double arbor resaw with cut-up system; Wilson 4-strand unscrambler w/Corley package deck; Stake pointers; Waechter 4-head band resaw. Call Bob (610) 678-5703, Fax (610) 678-5955, email: ramco@juno.com.

UV SPY RADIOMETER/DOSIMETER offers unprecedented value at \$699 for UV measurement in curing chambers. Duluth, MN - Apprise Technologies, Inc. announces the release of the UV Spy, an affordable UV monitoring device that optimizes effectiveness of curing processes.

The UV Spy is a compact, rugged, fixed bandwidth radiometer and dosimeter capable of withstanding the intense heat and demanding conditions inside curing chambers. The UV Spy is available in both individual UV-A and individual UV-V (visible) wavelengths (UV-B, UV-A + B and UV-C wavelengths are available by special order).

The UV Spy simultaneously measures irradiance in Watts/cm² and energy density (dose) in Joules/cm². Results from the UV Spy are traceable to the National Institute of Standards (NIST).

The UV Spy uses sapphire optics to greatly enhance its ruggedness. The scratch resistant optics overcomes the fragility of stacked optical filters used in competitive products.

Spatial response of the UV Spy closely approximates theoretical cosine response. A Teflon diffuser, with a low reflectance from radiation at low angles, is used to achieve the cosine response.

The UV Spy operates in temperatures from 0 to 75° (32-167°F) and has an internal temperature monitoring system, which allows the user to monitor the device temperature for optimal performance. This system also offers an

auto-shut down to guard against permanent damage when temperatures exceed 80°C.

A two-button operation and two row LCD display offers users three modes of options. The unit measures and displays irradiance, dose and internal temperature.

The UV Spy is compact (102x102x13 mm or 4x4x.052") and lightweight (240 g or 8.5 oz for ease of handling and enables the unit to fit effortlessly under curing lamps as well as travel through belt-driven curing chambers.

The UV Spy is sold direct and by qualified resellers supplying UV products to the ink and adhesives, powder coat, varnish, and paint markets. For more information, call Apprise at 1-866-Apprise, or visit their web site at www.apprisetech.com.

Apprise Technologies, Inc. is a measurement and control company specializing in the development and manufacturing of instrumentation for water, air and UV process control. For more information, contact Apprise Technologies, Inc, phone (218) 624-2800, web site address: www.apprisetech.com

3-POINT HITCH TRACTOR winch \$1600. Also, cable jammer with winch \$600, both units are heavy-duty. Contact John Marquardt, W15610 Fairmorr Rd, Tigerton, WI 54486, phone (715) 535-2910.

FARMI-SKIDDING winches for 3-point hitch tractors. Various size model Farmi winches for 17-40 hp, and 60-80 hp. Also, forwarding log loading trailers, wood chippers, and carbide saw chain. Contact Dave, Carlton Saw & Machine, 1592 Olsonville Rd, Carlton, MN 55718, phone (218) 384-3521, Fax (218) 384-3187.

BREWCO END DOGGING SCRAP; Morbark "PortaPac" sawmill; Morbark 636 debarker; Precision debarker; CMC double-end trimmer; Lauerdale Hamilton super chop pop-up trimmer; Newman & Hazelthorn chamfering machines; Cornell double arbor resaw with cut-up system; Cornell 500-B with cant sizer; Cornell remote trim saw; Cornell 42" blower w/30 hp drive; Cornell linebar resaw; Cornell cant sizer; Pendu diesel powered M5000 gang saw w/log cabin tooling; pendu double arbor resaw with cut-up system; Brewer gang saws; Wilson 4-strand unscrambler w/Corley package deck, Stake pointers. Contact Bob (610) 678-5703, Fax (610) 678-5955, email ramco@juno.com.

THREE BELL 4A DOWEL machines with extra blades & setups up to 2 1/2" diameter. Plus large table saw, 30 blades, most are carbide tipped, 12" to 16" diameter. Contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54165-1250 or call (920) 833-6557 or Email to DRHANDLES@NEW.RR.COM pictures available by email.

40" CLEERMAN CARRIAGE 3HB includes Silvatech computer, Brownsville turners, proportional networks & knees rebuilt. All options 2 yrs old. Also, track, rail & tyron 220 feedworks hyd pump & hyd mtr, less than 1 year old. All for only \$63,000. Contact Phil Kersten, Sr., 295 Hwy 45, Box 245, Birnamwood, WI 54414, phone (715) 449-2518.

54" LEFT HAND SAWMILL. Electric/hydraulic. 3 Strand infeed w/top & loader. Corley Bar Turner, H.D. carriage w/4 sets 12" trucks, 56' track on I-Beams. Hydraulic Set = Dogs - Cant Flippers 40H.P., 200 gal. Racine Hydro Unit for feed. Overhead Saw, 3 barn cleaners, Off-bearers, green chain lumber carts. And more. \$22,000. Buyer must remove. Contact Pete Heierle, East Troy, WI (262-723-7914) days or (262) 642-5504 or (262) 642-7853 evenings.

DRIVESHAFTS AND U-JOINTS for: log trucks, P.T.O.'s, skidders, fork lifts, loaders & more. Short coupled shafts w/wing style bearing caps in stock. Motor couplers for up to 8" shaft diameters. O.E.M. orders welcome. Contact Elkhorn Driveshaft Co., 95 W. Deere Rd., Elkhorn, WI 53121, phone (262) 723-7914, Fax (262) 723-7936.

HYDRAULIC SAWMILL Carriages - Mudata networks, tower dogs, cant turn downs, many unique features. Contact Jackson Lumber Harvester Co., Inc., 830 N State Rd 37, Mondovi, WI 54755, phone (715) 926-3816, Fax (715) 926-4545, Email: info@jacksonlbrharvester.com, Web: www.jacksonlbrharvester.com.

HANCHETT #410 BANDSAW Grinder left hand, 1-8"x48" level block, 1-12"x48" level block, 1 hanchett & 810 bandsaw stretcher roll, 2-bandsaw swaging clamps, 1-heavy saw guide for circular sawmill, sawteeth, shanks & chipper knives, mill saws & bandsaws. Contact Glen McCarty, 629 7th Street, Menominee, MI 49858, phone (906) 863-6243.

TRENCHER FOR FORESTER Tree Planter, \$20.00. Contact Gale Gabriel, W20102 Irvins Coulee Rd., Whitehall, WI 54773, phone (715) 985-3342.

ARMSTRONG #2 FILING ROOM setup. Good older log truck and trailer with 120 Prentice; 32" baxter Whitney double surfacer; 30"x14" buss #55 double surfacer; 24% single drum sander; 36" brush sander (for non-flat surfaces); two (2) tool grinders; Hatchet circular saw grinder; Volume automatic gop and face grinder; Vollmer side grinder (Circle and band); 60" laminate roller; Murphy diesel power unit; Three (3) up-acting cutoff saws; Baker band resaw; stake pointer; Gothic fence machines; two 92" band resaws; three (3) circular scragg mills; Ag spray truck; two (2) straight line rip saws; three (3) gang saws; four (4) log decks; expandable green chain; New wood fired vertical high pressure boiler, 10-12 hp; Many used circular saws 12" to 60" Berry feed with drum and cable, 20 hp. Services available. Phone (507) 352-6546.

DIXON-RUSCH CO., LLC, Antigo, WI is the manufacturer of the Dixon-line of Sawmill & logging equipment & we manufacture three different sizes of Circular Sawmills, two sizes of edgers. Our mills and edgers are made both stationary & portable & we also manufacture; log turners, belt & chain conveyors, rollecases, log turners, hydraulic dogs, pallet notchers, slab edgers, debarkers, multiple saw trimmers, custom-built decks, small 7 medium size hydraulic loaders, trailers. We are now manufacturing a deer loader (which every deer hunter should have). Rusch Equipment Sales is our local dealer, but we are seeking dealers in other areas.

Contact Rusch Equipment Sales, 400 Rusch Rd., Antigo, WI 54409, phone (715) 627-4361, Fax (715) 0627-4375.

Services

WHEN SHARPNESS COUNTS, count on Atlas. Seneca Saw Works is manufacturing the Atlas line of saw maintenance tools that include: Atlas hand filer for accurate sharpening of inserted tooth saws. Atlas Grinder for sharpening saws with regular, chrome, or carbide bits (electric or air motor available) Atlas Spider Gauge for checking side clearance accuracy. Atlas Stationary grinder for inserted tooth saws in the fling room. Atlas Saw Workers, a leveling and tensioning modification for the Armstrong Stretcher Roll. Atlas saw hammering

Bench. ALSO, fresh saws, made to order especially for you and your mill. If you require a circular saw that is a cut above the rest, then the obvious choice is the Seneca Saw Works saw. We also have a complete line of saw hammering supplies available. If quality & performance are important to you, don't settle for less. Call Casey at Seneca Saw Works (607) 546-5887 or visit our web site at www.senecasaw.com, Email: casey@senecasaw.com.

CUSTOM SAWING band saw. Contact Lloyd Fischer, Pella, WI, phone (715) 754-5602.

DIXON-RUSCH CO., LLC, Antigo, WI is the manufacturer of the Dixon-line of sawmill & logging equipment and we manufacture three different sizes of circular sawmills, two sizes of edgers. Our mills & edgers are made both stationary & portable + we also manufacture: Log turners, belt & chain conveyors, rollcases, log turners, hydra-dogs, pallet notchers, slab edgers, debarkers, multiple saw trimmers, custom-built decks, small & medium size hydraulic loaders, trailers. We are now manufacturing a deer loader (which every deer hunter should have). Rusch Equipment Sales is our local dealer, but we are seeking dealers in other areas. Inquire Dixon-Rusch Co., LLC, 400 Rusch Rd, Antigo, WI 54409, phone (715) 627-4361.

PRODUCE MORE TIES! We represent Timberland Machinery, manufacturers of the "Big Jake Scrag". Call Bob (610) 678-5703, Fax (610) 678-5955, email: ramco@juno.com.

WOOD SHAVING MILL – Produce poultry bedding litter with a Jackson Wood Shaving Mill. We do complete plant layouts. Utilize low-grade logs and slabs to manufacture shavings.

Contact Jackson Lumber Harvester Co., Inc., 830 N State Rd 37, Mondovi, WI 54755, phone (715) 926-3816, Fax (715) 926-4545, Email: info@jacksonlbrharvester.com, Website: www.jacksonlbrharvester.com.

WE OFFER CUSTOM SAWING (band mill) kiln drying and planing. Also, many species of kilned dried lumber for sale. Contact J & M Star Lumber, N824 Hwy 25, Menomonie, WI 54751, phone (715) 283-4304.

WE REPRESENT TIMBERLAND MACHINERY, manufacturers of the "Big

Jake Scrag". Please call Bob for information (610) 678-5703, Fax (610) 678-5955, email ramco@juno.com.

SAW HAMMERING, welding, collar grinding, trouble shooting, consulting, training. Contact Kent Erding-Fillmore Sawmill, Route 1, Box 81, Wykoff, MN 55990, phone/fax business: (507) 352-6546, phone home (507) 352-4098, Email: sawfast@hmtel.com.

SAW HAMMERING, welding, troubleshooting, consulting and accurate sawmill alignment done exclusively with the "quick check" mill alignment system, saw tensioning or trouble-shooting training and seminars available. For more precision and closer tolerances, call Casey at Seneca Saw Works, (607) 546-5887 or visit our web site at www.senecasaw.com, Email casey@senecasaw.com.

CUSTOM DRY KILN services, located near Carlton, MN. Call for prices. Contact Dave at (218) 384-3325, Fax (218) 384-3187.

WANTED TO BUY

Timber and Forest Products

PINE CONES – Sheet Moss – Birch Branches. Contact Winter Woods, 701 Winterwoods Dr., Glidden, WI 53527, phone (715) 264-4893.

SOFTWOOD SLABWOOD, prefer debarked, but will consider all. Pine, cedar. Delivered to east central WI, or can haul. Contact Geoff King, Sunnyside Acres, Inc., N2889 CTH W, Cascade, WI 53011, phone/fax (920) 528-8773 or email: gking.sai@excel.net.

4/4 SB SOFT MAPLE SAPIF & BTR Green or KD. Red Leaf. Contact Weidner Hardwood Lumber, Inc., E2111 Hillside Road, Luxemburg, WI 54217-8265, phone (920) 845-5463.

HARDWOOD SAW LOGS and bolts wanted. Contact Mike (262) 675-6869, N.P. Co., Inc., PO Box 258, Newburg, WI 53060.

RED OAK SAWLOGS, or will saw and market your logs on a percentage bases. Contact Schwartz's Sawing, N5672 Romadka Ave, Granton, WI 54436. Located from Marshfield on Hwy H, approximately 10-12 miles west to Romadka Ave, then south 2 miles on east side of road.

6/4 LOW GRADE LUMBER-air dried or kiln dried poplar. Call Bob (610) 678-5703, Fax (610) 678-5955, email ramco@juno.com.

HARDWOOD CROSS TIES & SWITCH Ties – Orders to place for 200 shipments. 7"x9"-8' or 8'6" or 9'. Load rail or we can truck, quick pay. Mixed hardwood timbers, all sizes. Pallet cants – 3"x6" & 4"x6". ALSO, Switch Ties wanted – Orders to place for Oak & Mixed hardwood switch ties. 7"x9"-13' & 14', rail; 7"x9"-15' & 16'-truck, 7"x9"-17' & 18'-rail. Also, need 22' & 24'. ALSO, Veneer logs, also C3S logs. Must be able to load 40' containers. Need Walnut, Cherry, Red Oak, White Oak, Ash, hard Maple and poplar logs. Timbers for log homes, advise what you now make. Call to arrange inspection. Contact W. Preston Germain @ (412) 0782-3240, Fax (412) 0781-2551, Email: germain@bellatlantic.net.

Equipment

WANT TO BUY 3 PT. Hitch tree planter. Contact Gale Gabriel, W20102 Irvins Coulee Road, Whitehall, WI 54773, phone (715) 985-3342.

3-POINT TRACTOR skidding winch. Contact Gordon Lekies, W8743 Co Rd M, Medford, WI 54451, phone (715) 785-7362.

Services

MILLS WHICH CAN produce oak car decking, can surface, perhaps drill, sound tight knotted grade. 3"x6"-10' or mix hardwoods if you can fabricate construction or industrial parts. Contact W. Preston Germain, Germain Lumber Company, Inc., Pittsburgh, PA 15215, phone (412) 782-3240, Fax (412) 781-2551, Email: germain@bellatlantic.net.

Employment

LOG AND TIMBER Buyer seeking full-time employment. I have 17 years experience of buying standing timber and cut logs. Contact Kevin Gilmore, 17855 James Dr, Boscobel, WI 53805, phone (608) 375-2732, or (608) 732-3557.

CROSS TIE BUYERS – May be retired person, call on mills near you. Quick pay mills. Take by truck or rail depending on area. Good incentive arrangement, call collect to Preston Germain to discuss, (412) 782-3240, Fax (412) 781-2551, website: germain@bellatlantic.net.

LOOKING FOR LOGGER to cut 40 acres pulp and saw log southern Ashland Co. marked, logging roads in-log only when ground frozen. Contact L. N. Heike, 405 2nd St, NE, Waukon, IA 52172, phone (563) 568-2618.

If you want to list items, fill in the form below:

FOR SALE	WANTED TO BUY	SERVICES	EMPLOYMENT
FOREST PRODUCTS <input type="checkbox"/>	FOREST PRODUCTS <input type="checkbox"/>	FOR SALE <input type="checkbox"/>	AVAILABLE <input type="checkbox"/>
EQUIPMENT <input type="checkbox"/>	EQUIPMENT <input type="checkbox"/>	WANTED <input type="checkbox"/>	WANTED <input type="checkbox"/>
		MAILING LIST <input type="checkbox"/>	

NAME ----- DATE -----
 ADDRESS-----COUNTY -----
 CITY ----- ZIP CODE -----PHONE AC (----) -----

The Wisconsin Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

If you wish to use the facilities of the Bulletin, forward a letter, post card or form on page 11 with detailed description of your “wanted” or “for sale” items. All forest products (stumpage, logs, pulpwood, posts, poles, trees and lumber, etc.) and services (custom sawing, custom kiln drying and tree planting, etc.) may be listed. Please be sure your full name, address (including zip code), telephone number accompany your listing, there is no cost for listing any items. If you want items repeated in the next issue, send in a written request. If you have comments about the Bulletin or have suggestions on its content, write to: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, phone (608) 231-9333 FAX (608) 275-3338.

DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: FEBUARY, APRIL, JUNE, AUGUST, OCTOBER, and DECEMBER.